

Message Text

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ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 CAB-02 CIAE-00 COME-00 DODE-00

DOT-00 INR-07 NSAE-00 FAA-00 L-03 NSC-05 SS-15 /052 W

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R 262029Z NOV 75

FM AMEMBASSY PARIS

TO SECSTATE WASHDC 5599

INFO AMEMBASSY BONN

AMEMBASSY LONDON

AMEMBASSY VIENNA

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E. O. 11652: N/A

TAGS: EAIR, FR, US

SUBJ: CIVAIR: US-FRANCE CHARTER TALKS

1. TRAUCHESSEC, WHO IS THE MEMBER OF ESPEROU'S STAFF WHO FOLLOWS ECAC MATTERS, CONFIRMED WHAT DOZ HAD TOLD US EARLIER (PARIS 30474 NOTAL) ON OUTCOME OF ECAC DGCA'S MEETING NOV. 18. LOOKING AHEAD TO US-FRENCH CHARTER TALKS, TRAUCHESSEC FORESAW NO MAJOR DIFFICULTIES BUT THOUGHT THAT PRICE SURVEILLANCE WOULD PROBABLY BE STICKIEST QUESTION FOR DISCUSSION. HE CITED RECENT US CARRIER FILINGS FOR OTC'S TO BE OPERATED BETWEEN US AND NETHERLANDS AS BEING OF SO LOW A PRICE (AIR TRANSPORTATION ALONE WORKING OUT TO ABOUT \$200 ROUND TRIP) AS TO JUSTIFY SOME CONCERN AND WARRANT BILATERAL UNDERSTANDING ON MEANS OF EFFECTIVE PRICE SURVEILLANCE FOR US-FRANCE TRAFFIC. HE ALSO INDICATED THAT FRENCH WOULD WANT SOME CLARIFICATION OF DIRECT COST JUSTIFICATION FOR OTC PRICES SINCE FRENCH FEAR VERY LOW PRICES WOULD RESULT IF CARRIER'S INDIRECT COSTS DO NOT HAVE TO BE TAKEN INTO ACCOUNT. TRAUCHESSEC SAID THAT WHEN HE SOUGHT CLARIFICATION RECENTLY FROM DRISCOLL OF NACA, LATTER BEGGED THE QUESTION AND GAVE UNSATISFACTORY EXPLANATION THIS WAS MERELY AN ACCOUNTING

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DISTINCTION, ETC.

2. TRAUCHESSEC RECONFIRMED TO US THAT 30 DAY PRE-LISTING WITHOUT SUBSTITUTION WAS ONE FEATURE OF OTC RULE WITH WHICH FRENCH WERE PLEASED. EXCEPT FOR ABSENCE OF ANY MINIMUM PRICE OTC RULE WAS NOT MUCH DIFFERENT THAN ECAC ITC RULE, HE NOTED.

3. IN EARLIER CONVERSATION ON OCCASION US-ECAC TALKS LAST MONTH TRAUCHESSEC HAD INTIMATED TO US PRIMARY GOF CONCERN WOULD BE TO ACHIEVE TRADE-OFF BETWEEN FRENCH ACCEPTANCE US-ORIGIN OTC'S AND US ACCEPTANCE FRENCH-ORIGIN WEEKEND ITC'S. IN NOV. 26 CONVERSATION WITH US ESPEROU SOUGHT DOWNGRADE IMPORTANCE GOF ATTACHES TO WEEKEND ITC'S, THOUGH OBVIOUSLY THIS COULD HAVE BEEN FOR TACTICAL REASONS. WE FOUND HIM LESS SANGUINE THAN HAD BEEN TRAUCHESSEC THAT PRICE SURVEILLANCE PROBLEMS COULD BE EASILY RESOLVED. ESPEROU STRESSED QUESTION REMAINED PRICE "CONTROL" MORE THAN PRICE SURVEILLANCE. IN FACT, ESPEROU REFLECTED HARDER LINE APPROACH BIASED AGAINST ANY ACTION BENEFITTING SUPPLEMENTAL CARRIERS (OF WHICH FRANCE HAS NONE) THAT COULD ENCROACH ON TRAFFIC CARRIED BY SCHEDULED CARRIERS (I.E., AIR FRANCE). WE WERE ALSO SURPRISED TO FIND ESPEROU AMONG THOSE WITHIN ECAC STILL HARBORING SUSPICIONS US TACTIC WAS TO PICK OFF ECAC MEMBER STATES ONE BY ONE AND THUS DIVIDE ECAC MEMBERSHIP. AT THE SAME TIME HE WAS ONLY TOO READY TO AGREE THAT WITHIN ECAC LESS THAN UNANIMITY REIGNED ON KEY CHARTER ISSUES AND, IN SUM, CIRCUMSTANCES FOR MOU RENEWAL VARIED WITH EACH ECAC MEMBER STATE WITH WHICH US WAS CONFRONTED. HOWEVER, HE WAS DISPOSED NONETHELESS SEE SOME ULTERIOR MOTIVE

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EVEN IN FACT THAT GOF HAD BEEN FIRST ON LIST FOR
INITIAL SCHEDULE OF BILATERAL TALKS AND WAS NOW FIRST
ON SCHEDULE FOR SECOND ROUND OF TALKS.

4. AS OF DEC. 1 ESPEROU WILL BE PROMOTED IN SGAC
HIERARCHY TO BECOME DEPUTY DIRECTOR OF AIR TRANSPORT
UNDER ABRAHAM. PRESENT DEPUTY DIRECTOR, CLEMENT
MEUNIER, IS TO HEAD UP SECTION WITH SGAC CONCERNED WITH
PROFESSIONAL TRAINING IN CIVAIR FIELD. NO DECISION
YET ON WHO WILL SUCCEED ESPEROU IN HIS PRESENT
FUNCTION.

5. ESPEROU INFORMS US THAT ABRAHAM EXTENDS
INVITATION TO US DEL FOR DINNER AT WELL-
KNOWN PARIS RESTAURANT EVENING DEC. 4. WE ASSUME
US DEL WILL ACCEPT. PLEASE ADVISE.

6. RCAA PROPOSES HOST DINNER AT HIS RESIDENCE
EVENING DEC. 5 FOR US AND FRENCH DELS PLUS OTHER KEY
FRENCH CIVAIR CONTACTS. WOULD THIS BE ACCEPTABLE ALSO
TO US DEL?

RUSH

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